



# ARMY



# SBIR

**SMALL BUSINESS INNOVATION RESEARCH**



## MISSION

The Army SBIR program is designed to provide small, high-tech businesses the opportunity to propose innovative research and development solutions in response to critical Army needs.

## VISION

To be the Army's premier source of innovative technology solutions, providing direct access to America's high-tech small business research and development community, enabling our Soldiers deployed around the world.

## Funding Opportunities For Entrepreneurs

**Army SBIR Overview**

**8 April 2014**



## *A congressionally mandated program...*



- Across Federal Government (DoD, DoE, DHS, DoT, etc...) Title 15 USC, Sec 638
- 2.8% of Army's FY14 RDT&E budget (\$160M)
- Increase small business participation in federally funded R&D
- Transition Federal R&D into:
  - Government Programs
  - Industry Initiatives

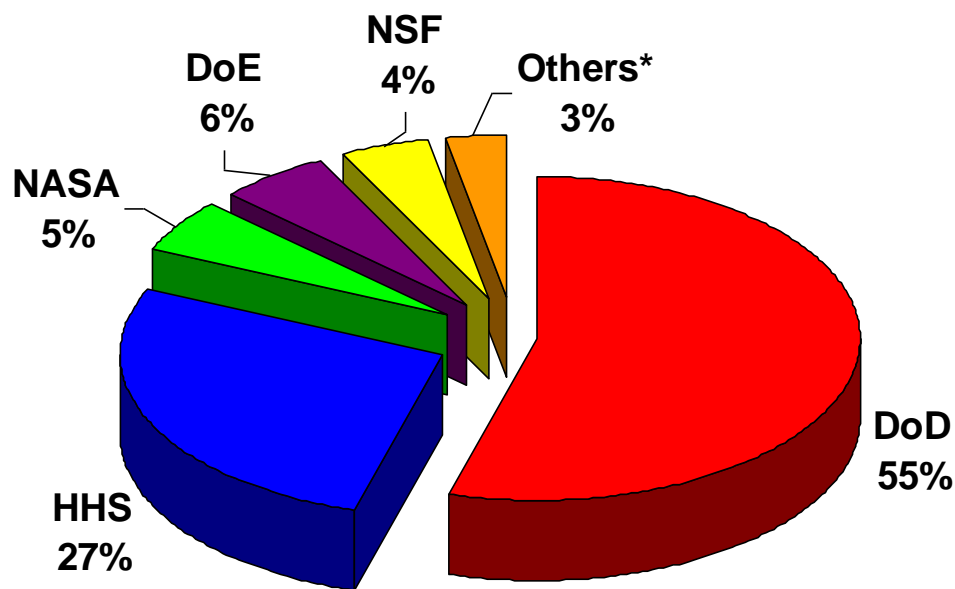
*Army wide:*



AMC, Research Development and Engineering Command (RDECOM)  
 Army Test and Evaluation Command (ATEC)  
 CoE, Engineer Research and Development Center (ERDC)  
 MEDCOM, Medical Research and Materiel Command (MRMC)  
 Space & Missile Defense Command (SMDC)  
 DA G1, Army Research Institute (ARI)  
 Army Program Executive Offices (PEOs)

# Federal Participation

	DOD	NASA	DOT	EPA	DOC	DHS	DOE	NSF	USDA	DoED	HHS
SBIR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
STTR	✓	✓					✓	✓			✓
Contract/Grant	C	C	C	C	C	C	G	G	G	G/C	G/C



✓ Small Business Administration (SBA) oversees the federal SBIR/STTR programs

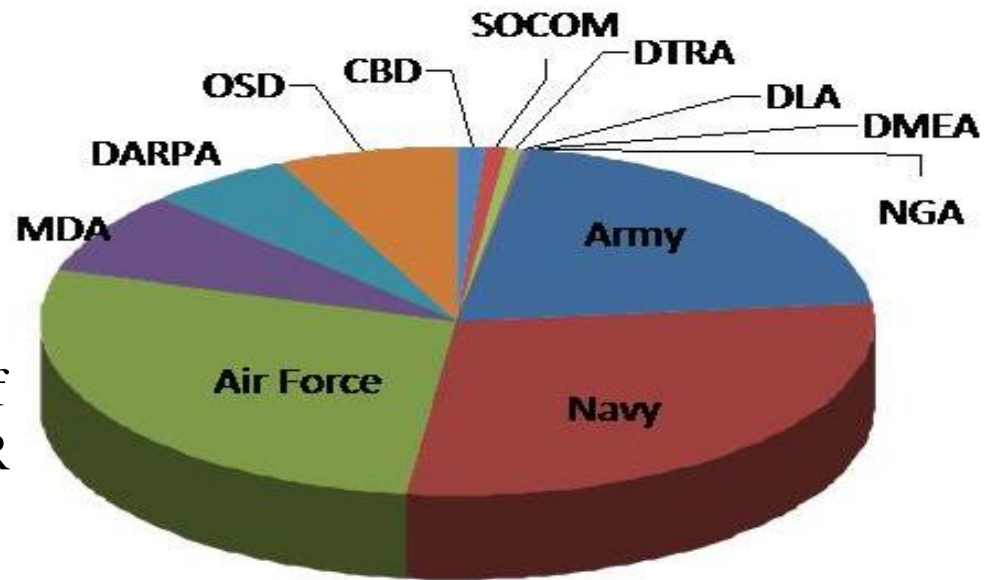
- **Policy Directive**
- **Congressional Report**
- **Size determination**
- **Waivers**

# DoD Program Funding

	Army	Navy	AF	MDA	DARPA	OSD	DTRA	SOCOM	CBD	DLA	DMEA	NGA	DHP
SBIR	\$149.0	\$270.3	\$282.2	\$101.1	\$66.5	\$51.5	\$7.9	\$9.1	\$14.9	\$1.1	\$3	\$0.5	\$29.9
STTR	\$24.9	\$32.7	\$33.9	\$12.1	\$8.0	\$6.2							

## DoD FY13 Budgets

- SBIR: \$1.0B
- STTR: \$118M
- ✓ OSD/OSBP oversight of Component SBIR/STTR programs

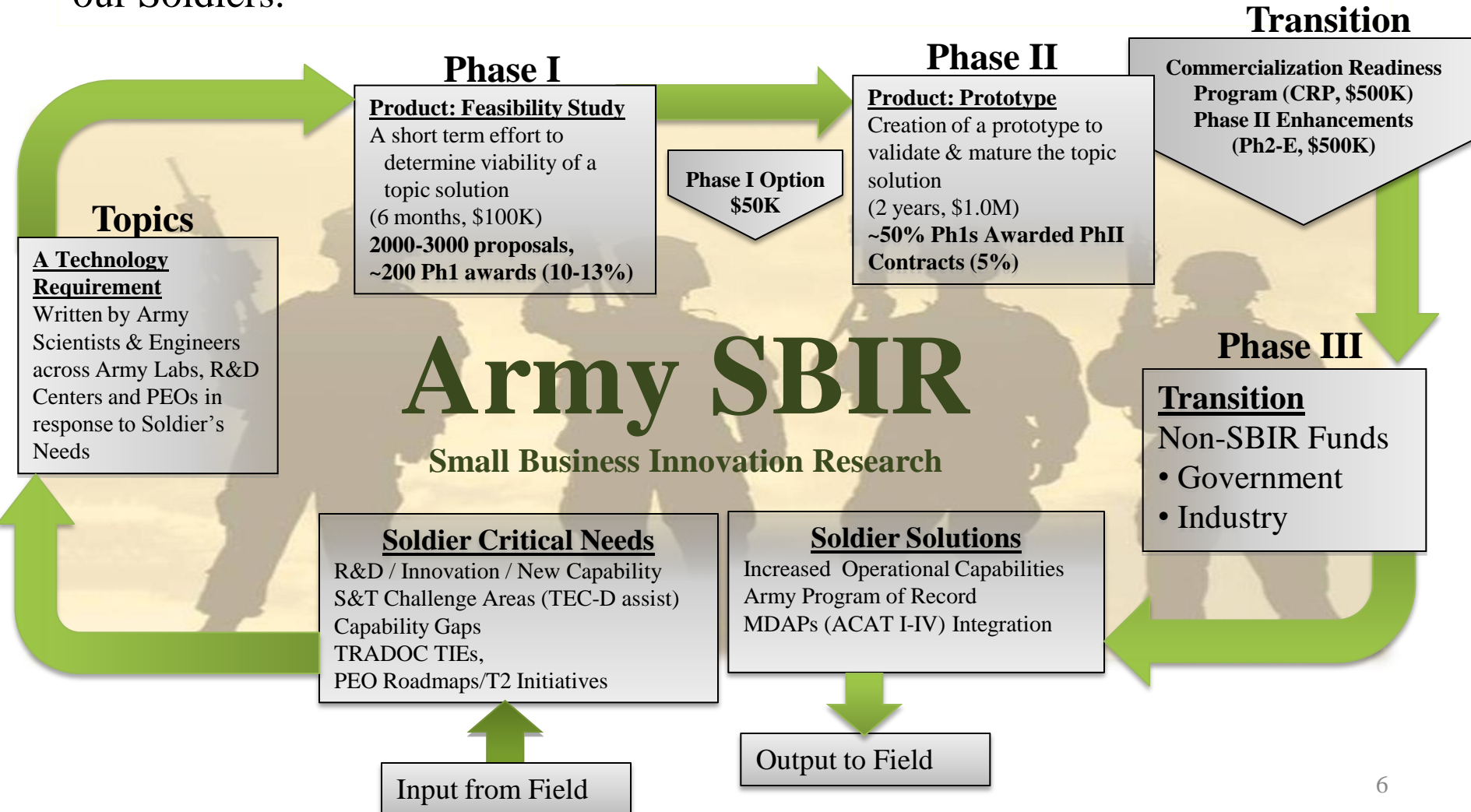


NGA is not required to have a SBIR program but participates voluntarily

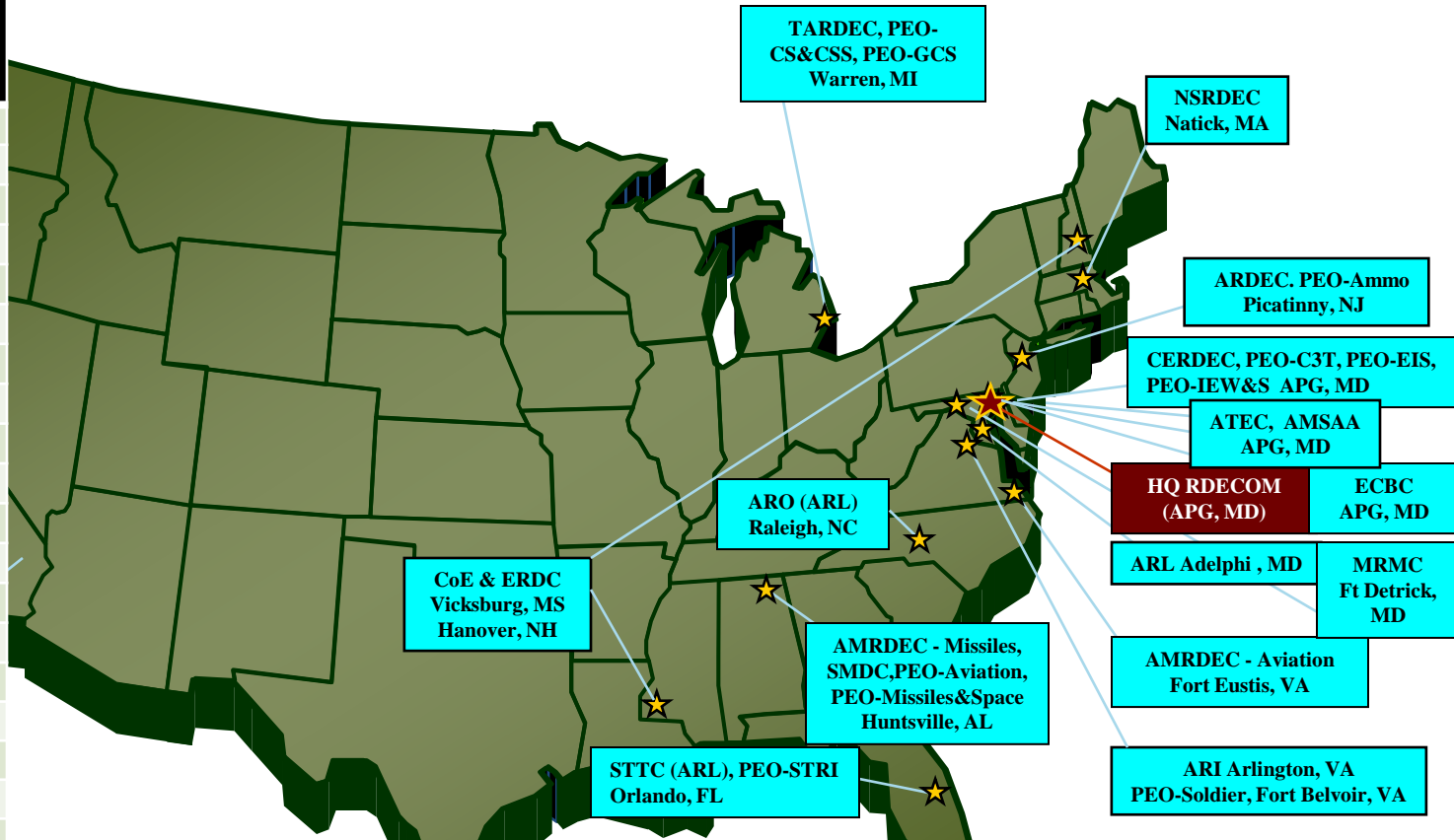
	2006	2007	2008	2009	2010	2011	2012	2013*
Budget (\$M)	\$243	\$243	\$270	\$265	\$244	\$207	\$182	\$149
# Topics	238	216	213	204	176	138	119	99
# Phase I Proposals Received	3,794	3,142	3,110	3,449	3,241	2,853	2,344	1,882
# Phase I Contracts	321	361	409	427	336	363	228	198
# Phase II Contracts	218	185	255	204	177	200	76	102
# Phase II Enhancements Funds Invested (\$M)			10 \$5	32 \$19	34 \$16	52 \$33	33 \$21	4 \$1
# CRP Projects Funds Invested (\$M)		25 \$15	25 \$15	25 \$15	25 \$15	9 \$8	17 \$10	

\* In Progress

**Transition** is technology maturation from SBIR investment to Non-SBIR government and/or commercial investment and ultimately into the hands of our Soldiers.



Organization	2013 Topics
ARI	N/A
ARL	11
AMRDEC (A)	4
AMRDEC (M)	6
ARDEC	5
ATEC	2
CERDEC	14
ECBC	2
ERDC	10
MRMC	9
NSRDEC	4
SMDC	2
TARDEC	8
PEO AMMO	2
PEO AVIATION	2
PEO C3T	2
JPEO-CBD	2
PEO CS&CSS	N/A
PEO EIS	N/A
PEO GCS	4
PEO IEW&S	2
PEO M&S	3
PEO SOLDIER	2
PEO STRI	3
PEO Integration	N/A
<b>Total</b>	<b>99</b>



## Headquarters RDECOM – Aberdeen Proving Ground, MD

AMRDEC – Aviation & Missile Research, Development & Engineering Center

ARDEC – Armaments Research, Development & Engineering Center

ARL – Army Research Lab

ARO – Army Research Office

CERDEC – Communication-Electronics Research, Development & Engineering Center

ECBC – Edgewood Chemical Biological Center

NSRDEC – Natick Soldier Research, Development & Engineering Center

STTC – Simulation and Training Technology Center

TARDEC – Tank Automotive Research, Development & Engineering Center



## SBIR Program Office

Headquarters RDECOM

John Smith – Program Manager  
John Pucci – Operations Manager  
Wanda Deans – Business Manager

### RDECOM

#### AMRDEC

Dawn Gratz - Lead  
Linda Taylor - Aviation  
Buddy Thomas - Missile

#### ARDEC

Carol L' Hommedieu- Lead  
Ben Call

#### ARL

Fran Rush- Lead

#### CERDEC

Pat Thomas- Lead

#### ECBC

Dhirajlal Parekh- Lead  
Martha Weeks

#### NSRDEC-Natick

Cathy Polito

#### TARDEC

Martin Novak- Lead

### PEOs

PEO Ammunition  
Vince Matrisciano

PEO Aviation  
Randy Robinson

PEO C3T  
William Thomas

PEO GCS  
Pamela Najjar

PEO Missiles & Space  
Myron Chenault

### PEOs

PEO CS & CSS  
Matt Raubinger

PEO EIS  
Hari Bezwada  
Michael Muller

PEO IEW&S  
Jonathan Reiner

PEO Soldier  
Noel Boatswain

PEO STRI  
Robert Forbis

TRADOC\*  
Albert Crane

ATEC  
Nancy Weinbrenner-  
Savage

SMDC  
Gary Mayes

LIA\*  
Vince Marinelli

ERDC  
Theresa Salls

MRMC  
JR Myers

\* LIA and TRADOC  
are Stakeholders but do  
not award any SBIR  
contracts



# DoD SBIR Key Technology Areas

- Air Platforms
- Battlespace Environments
- Chemical & Biological Defense
- Weapons
- Human Systems
- Materials & Processes
- Information Systems Technology
- Space Platforms Technology
- Biomedical
- Sensors, Electronics & Electronic Warfare
- Nuclear Technology
- Ground and Sea Vehicles Technology



# Unique to the SBIR/STTR Program

Unlike other R&D programs, **15 USC 638** states that contracts under the SBIR and STTR program have:

- ✓ ***Technical Data Rights***, including software, developed under the terms of any contract resulting from proposals submitted in response to a SBIR or STTR solicitation are ***owned by the small business***
- ✓ ***Sourcing Preference for SBIR-Funded Technologies***. Agencies or their Government-owned, contractor-operated (GOCO) facilities, federally-funded research and development centers (FFRDC), or Government prime contractors that pursue R/R&D or production developed under the SBIR Program, give preference, ***including sole source awards***, to the awardee that developed the technology. This is further detailed in DoD Instruction 5000.2

# SBIR Reauthorization (FY12 NDAA)

- Extends Program Thru 30 Sep 2017
- Annual 0.1% Budget Increases Until 3.2% Cap
  - FY14 Budget (2.8% of Army Extramural RDT&E): \$160M
  - Less Projects...*But* Selected Projects will have greater opportunities for transition funds
- Ph II contract size will be limited to  $\leq \$1.5\text{M}$  (limits Ph2-E/CRP funds  $\leq \$500\text{K}$ )
- No Phase II Invitations for those projects resulting from 13.1 Phase I's (16 Dec 12)
  - Submissions accepted 4x a year and must still compete/down select via Phase I Source Selection
- Allows agencies the option to bypass the Phase I process (DoD will not implement)
- Allows Venture Capital-backed Firms to participate (DoD will not implement)
- Discretionary Technical Assistance - funding to support commercialization
  - Increased to \$5,000 per Phase I and \$5000 per year of Phase II
  - Services developing/refining their approach to technical assistance

## SBIR Transition Programs Available to Small Businesses:

### 1. Transition Assistance

- Collaboration/Networking with Army technologists and Transition Agents, such as PEOs/PMs
- Technology Transition Planning and Development
- Phase III Planning Assistance (Help formulate Strategies and Resource Requirements)

### 2. Phase II-Enhancement and Commercialization Readiness Program (CRP)

- Both initiatives are complementary; Each authorized by Congress or SBA Policy  
(Guidance reaffirmed in FY12 NDAA, 31 Dec 2011)
- Purpose: To accelerate the transition to a useable technology
- Provide  $\leq$  \$500K Additional Funds To Active Phase II firms during their open Phase II contract  
(Contract Modification)
- Candidates are identified by local SBIR PC Team, who assesses all Ph2 projects during 1<sup>st</sup> year of contract performance
  - Promising technologies that will require activities after Year 2 prototype is delivered, are further evaluated for transition funds
  - Activities Funded: Further R&D, TRL Maturation, Prototype T&E, etc to facilitate transition to Phase III
- Funding is subject to availability and a deliberate approval process
- Funding commitments from transition partners is **STRONGLY** encouraged



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RESEARCH TOPIC](#)

## OUR MISSION

Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs allow small, high-tech U.S. businesses (less than 500 employees) and academia the opportunity to provide innovative research and development solutions in response to critical Army needs. By capturing the tremendous and agile talents of the U.S. small business community, the SBIR and STTR programs benefit the Department of Defense (DoD), the private sector, and our national economy. This portal provides all the information necessary to participate in these programs.

## 14 (B) PHASE II SCHEDULE

**14 (b) Proposal Submission period:** 3 March – 2 April 2014

**14 (b) Selections Announced:** 3 June 2014

## 14.2 PHASE I SCHEDULE

**14.2 Solicitation Pre-Release:** 23 April – 22 May 2014

**14.2 Solicitation Opens:** 23 May 2014

**14.2 Solicitation Closes:** 25 June 2014